



Massachusetts Health Data Consortium's HIT '11 Conference

Regional Extension Center Overview

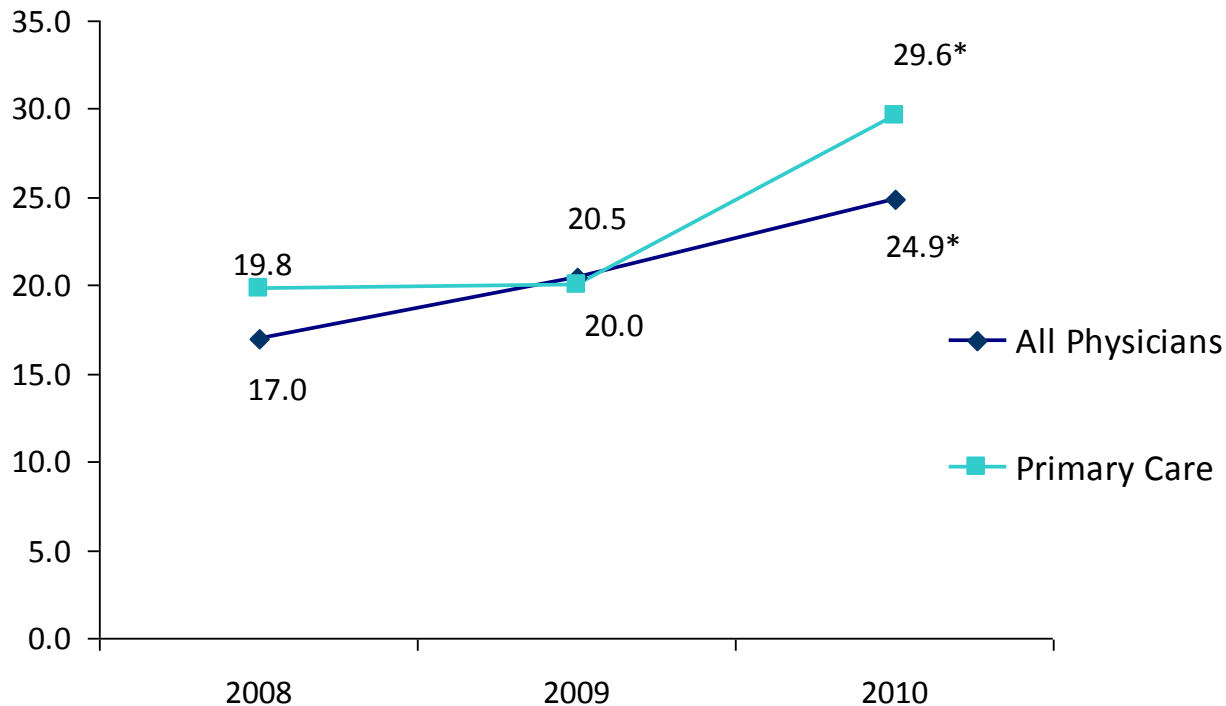
February 4, 2011

Why We're Here

- Our health care system is undergoing a transformation
 - Primary care is the cornerstone
 - Using EHRs benefits all patients and providers
 - EHRs are here and change is coming
- EHR adoption has challenges and clear benefits
 - Know more about patients
 - Make better clinical decisions
- Help is available ***now***
 - Regional Extension Centers
 - CMS and other incentives
- Those who adopt now will be in a better position to benefit
 - Keep patients engaged and loyal
 - Attract and retain new providers and sustain business
 - Maximize payments and minimize hassle

Adoption of EHRs among Office-Based Physicians

Percent of Office-Based Physician Practices With at Least a “Basic” Electronic Health Record (2008-2010)



*The difference in estimates is significant between years 2010 & 2009; 2010 & 2008. at $p \leq 0.05$

Source: National Center for Health Statistics, National Ambulatory Medical Care Survey, 2008-2010. “Basic” electronic health records for physician practices are defined as electronic capability for managing: Patient demographic information, patient problem lists, patient medication lists, clinical notes, orders for prescriptions, and viewing laboratory and imaging results. (Hsiao CJ, et al. Electronic Medical Record/Electronic Health Record Systems of Office-based Physicians: United States, 2009 and Preliminary 2010 State Estimates Health E Stats. National Center for Health Statistics, Centers for Disease Control.)

Note: 2008-2010 results represent data from the mail survey only.

What is the Regional Extension Center

- Part of a national network of organizations that assists providers transitioning to a practice that meaningfully uses electronic health records
- Supported by stimulus funding made available through the Office of the National Coordinator for Health Information Technology
- Provides Direct Assistance payments to support providers adopting EHR technology through different operational models
- National goal of supporting 100,000 providers by 2014

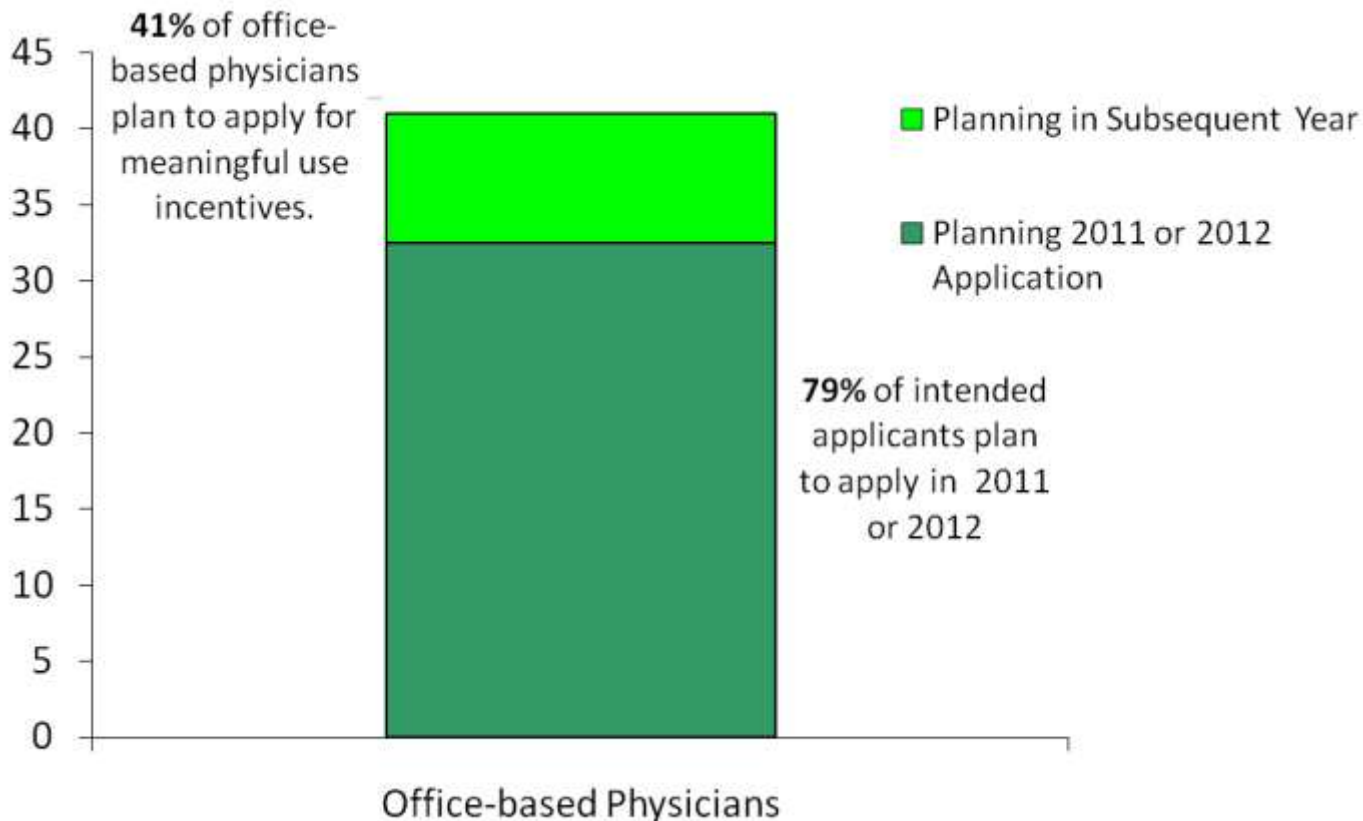
Massachusetts has the ambitious goal of enrolling 2500 priority primary care providers by Spring of 2011



One of the 62 federally–designated
Regional Extension Centers

Intent to Apply for CMS EHR Incentive Programs Among Office-Based Physicians

Percent of Office-Based Physician Practices Planning to apply for CMS' EHR Incentive Programs

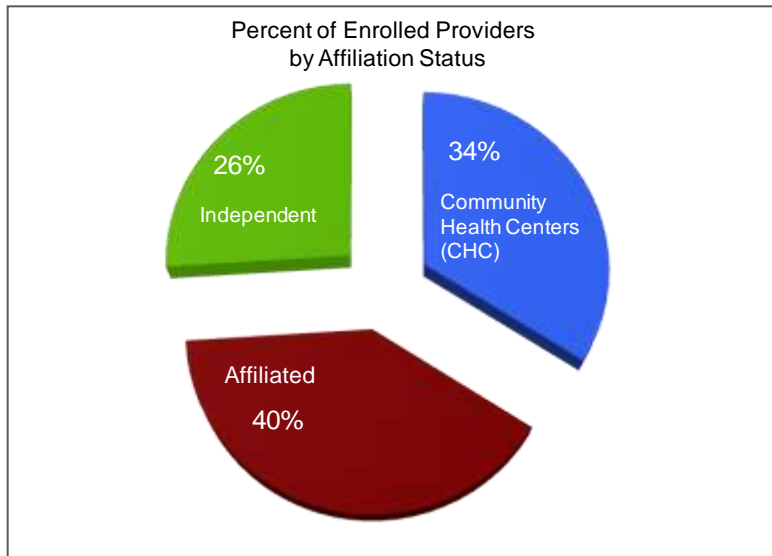
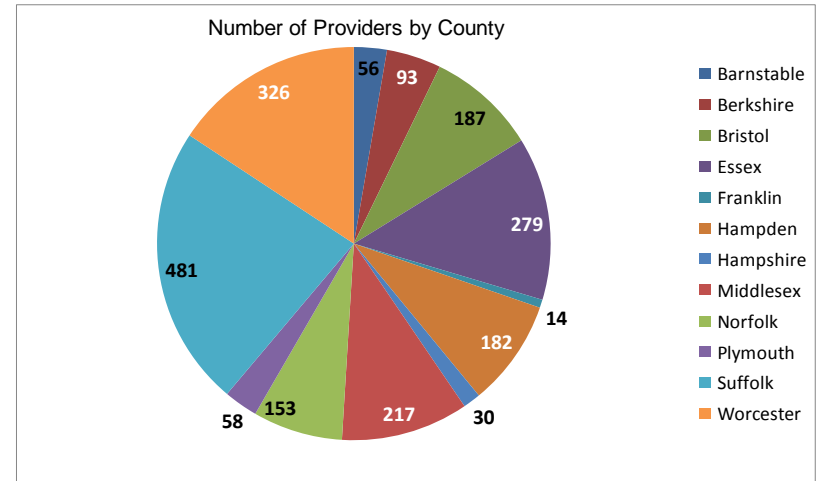
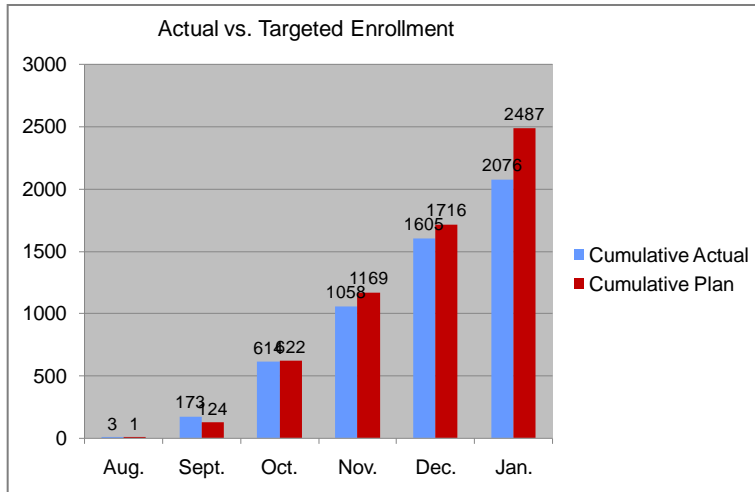


Source: National Center for Health Statistics, National Ambulatory Medical Care Survey, 2010.

- We are the local experts with the national perspective
- Our focus is on the unique challenges of the PCPs who are so pivotal to widespread use of EHRs
- Our PCP-specific support through the entire process eliminates guess work and accelerates your learning curve
- We are committed to getting providers to Meaningful Use- the foundation of successful EHR implementation
- We provide personal service for medical practices that includes technical, clinical and regulatory advocacy and support
- We prepare providers to exchange health information with other providers and agencies
- We also work with all eligible providers so they can take advantage of the many other services of the REC
- We provide the federal Direct Assistance Support (\$\$) to help underwrite implementation costs for providers

Massachusetts Regional Extension Center Update (MeHI)

Enrollment – 2,076 as of February 1, 2011 (overall target 2,500)



Independent - Provider/practice who does not receive any support or guidance from a managed care contracting network and make decisions independent of those organizations.

Affiliated - Practice that is part of an integrated delivery system, such as an Independent Physician Association or Physician Hospital Organization, and as such enrolls as part of that larger organization.

Community Health Centers (CHC) - community-based and patient-directed organizations that serve populations with limited access to health care.

Top 10 Reasons You Should Join the REC Now...

10. You are ready to adopt EHR technology
9. You want your EHR implementation to be as simple as possible
8. You want a vetted prequalified IOO and EHR vendor
7. You want a roadmap to achieve Meaningful Use to receive maximum federal incentives (Medicare/Medicaid)
6. You want to streamline your clinical and administrative workflow
5. You want to improve the quality and efficiency of patient care
4. You want assurance that your implementation will be done properly
3. You want complete end-to-end project/vendor oversight
2. You want an average of 17% discounted pricing
1. You want to take advantage of the Direct Assistance Support